

Message Text

UNCLASSIFIED

PAGE 01 CARACA 07636 041441Z

51

ACTION SS-15

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

CIEP-02 LAB-06 SIL-01 OMB-01 NSC-10 H-03 STR-08 SIG-02

RSR-01 /129 W

----- 000317

R 041228Z SEP 73

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 1099

UNCLAS CARACAS 7636

E.O. 11652: N/A

TAGS: ETRD, BFOL

SUBJ: ROLE AND OBJECTIVES OF EX-IM BANK

REF: STATE 158487

1. THIS EMBASSY CONSIDERS THE PROGRAMS OF THE EXPORT-IMPORT BANK TO BE AMONG OUR MOST EFFECTIVE TOOLS FOR OBTAINING NEW BUSINESS IN VENEZUELA FOR U.S. FIRMS. WE SEEK EVERY OPPORTUNITY TO BRING EX-IM LENDING AND GUARANTEE AVAILABILITY TO THE ATTENTION OF ORGANIZATIONS RESPONSIBLE FOR PROJECTS REQUIRING THIS TYPE OF FINANCING. OUR NEXT COMMERCIAL NEWSLETTER, FOR EXAMPLE, WILL CARRY AN ITEM ON EX-IM'S FOURTH REPORT TO CONGRESS INDICATING ITS TOTAL FINANCIAL PACKAGE IS FAVORABLY COMPETITIVE TO THAT OF OTHER MAJOR EXPORTING COUNTRIES.

2. WE BELIEVE THE KIND OF INDUSTRIAL AND INFRASTRUCTURE GROWTH BEING FORECAST FOR VENEZUELA LENDS ITSELF FAVORABLY TO INCREASING BUSINESS FOR THE EXPORT-IMPORT BANK. THERE ARE NEW, AND WILL BE ADDITIONAL, MAJOR PROJECTS IN IRON AND STEEL, ALUMINUM, AND TRANSMISSION, AIRPORT

CONSTRUCTION, WHERE THE DECISION ON EQUIPMENT PURCHASES MAY BE DECIDED ON CREDIT AVAILABILITY AND TERMS. IN ALL RECENT CASES WHERE THE EMBASSY HAS BROUGHT SUCH CASES TO THE ATTENTION OF EX-IM, THERE
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HAS BEEN A POSITIVE RESPONSE.

3. WE HAVE BENEFITTED FROM THE RECENT VISIT TO CARACAS OF EX-IM VICE
PRESIDENT O'CONNOR WHO DEVELOPED A LIST OF PROJECTS HAVING OVER
\$470 MILLION IN POTENTIAL BUSINESS FOR U.S. FIRMS. IMPORTANT LOCAL
BUSINESS CONTACTS HAVE BEEN MADE ADP094
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ACTION CU-04

INFO OCT-01 ARA-10 ISO-00 USIA-15 H-03 HEW-08 /041 W
----- 000626

R 041419Z AUG 73
FM AMEMBASSY CARACAS
TO SECSTATE WASHDC 1100

UNCLAS CARACAS 7638

FOR: CU/ARA

E.O. 11652: N/A
TAGS: OEXC VE
SUBJ: CODE 210 INTERNATIONAL VISITOR JESUS MORALES
VALARINO, ADDITIONAL PROGRAM SUGGESTIONS

DR. MORALES HIGHLY INTERESTED UNIVERSITY ADMINISTRATION
AND PLANNING, STATE SYSTEMS OF HIGHER EDUCATION (SUNY
NEW YORK, AND UNIVERSITY OF CALIFORNIA), HUMAN ENGINEERING
FIELD, A VISIT TO SMALLER PRIVATE UNIVERSITY, GOVERNMENTAL
AFFAIRS, AND ECONOMICS. PERSONAL INTERESTS INCLUDE
BASEBALL (MORE THAN A PASSING INTEREST SINCE HE STILL
PLAYS AND HAS MANAGED A TEAM), WILLIAMSBURG, WEST POINT
AS HISTORIC SITES, AND GRAND CANYON. PREFERS TRAIN
TRAVEL FOR SHORTER DISTANCES.

PRINCIPAL CITIES INCLUDE WASHINGTON, NEW YORK, BOSTON,
ALBANY, CHICAGO, SAN FRANCISCO, LOS ANGELES. CONTACTS RECOMMENDED
JAMES PERKINS, INTERNATIONAL COUNCIL FOR EDUCATIONAL
DEVELOPMENT, NEW YORK CITY; ROBERT HEILBRONER, NEW
SCHOOL FOR SOCIAL RESEARCH, NY; KENNETH GALBRAITH
AT HARVARD, PAUL SAMUELSON AT MIT, MILTON FRIEDMAN
AT CHICAGO. COOPERATIVE PROGRAMS SUCH AS USAGE OF
MIT COMPUTER CENTER SHARED BY VARIOUS UNIVERSITIES AND
BRIEFING ON GOVERNMENT, CONGRESSIONAL VISIT, NEWSPAPER
IN ECONOMICS FIELD WALL STREET JOURNAL, POSSIBLY AN
AUTOMOBILE ASSEMBLY PLANT, AND MUSEUMS WELCOME ADDITIONS.
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ACTION CU-04

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R 041419Z AUG 73

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 1100

UNCLAS CARACAS 7638

FOR: CU/ARA

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30 JUN 2005

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TAGS: ETRD, BFOL
To: SECSTATE WASHDC
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005